

**REQUEST FOR PROPOSALS FOR LEASE AND OPERATION OF RESTAURANT,  
BAR, AND EVENT FACILITIES AT THE FORMER WASHINGTON COUNTRY  
CLUB/THE CLUB AT QUAIL RUN**

The Fayette County, Ohio Board of Commissioners (Owner) seeks competitive sealed proposals from qualified interested parties to enter into a Lease to operate a restaurant, bar, and event facility at the Clubhouse building on the premises of the former Washington Country Club/The Club at Quail Run, located at 703 SR 41 SW, Union Township, Fayette County, Ohio.

Background: the property on which the Clubhouse building is located is part of the 79.65 acre former Washington County Club and golf course which has been acquired by the Owner in contemplation of its ultimate ownership, occupancy and use by the newly created Fayette County Park District. Owner will enter into agreement with an entity to provide management and operations of the golf course only for play during the 2017 calendar year, and also desires to provide restaurant, bar, and event facilities operations at the premises to compliment and support the activities of the golf course and overall development of the property. Golf course management will be permitted to sell candy and packaged snacks only to patrons; the successful proposer for restaurant, bar and event operations will have the exclusive right to sell and provide all other food and beverages, including alcoholic beverages, to the public and other patrons both in the Clubhouse and on the golf course.

Clubhouse/restaurant, bar and event facilities: access to the property and the Clubhouse building is obtained from a private driveway from Highland Avenue, in Union Township and the City of Washington Court House, which traverses the edge of the surrounding golf course grounds, and leads to a substantial parking area at the front door of the Clubhouse. Customer/golfer access to the Clubhouse is through both the front and rear of the building. The interior of the Clubhouse consists of approximately 4,057 square feet in total area, with a reception area, approximately 1,392 square feet of dining/event area, an equipped kitchen and bar, small upstairs dining/meeting area, and a small storage area of approximately 225 square feet that is used jointly with the golf course management entity. There is extensive landscaping and outdoor walkway and patio areas that complement the building and the golf course grounds.

Liquor permit: There currently is a D-5I-6 Liquor Permit issued by the Ohio Department of Liquor Control to the premises. The permit will be transferred to the successful proposer subject to further conditions and restrictions.

Operation parameters: The successful proposer will be required to enter into a lease for the Premises and to furnish high quality food, beverage, including alcoholic beverages, and event services (no plastic or paper table service will be permitted) the specific terms and conditions of which will be negotiated and set forth in the Lease. Conditions of the liquor permit, which will be incorporated into the lease, require the successful proposer to serve full course meals, defined at a minimum as appetizers, entrees, and desserts, and that the sale of beer and spirituous liquor

be less than 25% of the proposer's total revenue from the facility. Owner reserves the right to establish other terms and conditions for the operations which will be negotiated and set forth in the Lease.

Proposer's response shall include the following:

- Name, address, and telephone number of proposer
- Description of the concept for operations of the facilities
- Amount of proposed rent/and or other financial incentives to Owner
- Days and times restaurant and bar will be open for business each week, and hours of operation each weekday and weekend day
- Sample menu describing showing the type of food to be served (i.e. breakfast, lunch, dinner and/or after dinner) with proposed pricing information
- Hours during which each meal will be served
- Whether alcoholic beverages will be served with meals, and if so, how such service will be integrated into the restaurant operation
- If entertainment is planned as part of the restaurant operation, describe the type of entertainment and proposed schedule
- Describe any type of improvements which proposer may plan for the facility including equipment, furnishings, etc.
- Include a general business plan for restaurant, bar and event facility operations, including any plans for advertising or promoting operations to the public
- Resume for the principal responsible party and all principal personnel to be involved in the management and operation of the facilities, to include evidence of personal experience of principal responsible party and personnel specifically with the management and operation of restaurant, bar and event facilities
- Financial statement of proposer and principal personnel responsible for the obligations of the Lease indicating sufficient resources for the successful promotion, management, and operation of the facilities and services
- Names, addresses, and contact information of at least three (3) references of individuals with direct knowledge of the proposer and principal personnel's experience in the management and operation of similar facilities

Evaluation criteria: Criteria for evaluation of the proposal most advantageous to the Owner will include the following:

- Quality of concept, business plan, and services to be provided
- Support for operation of golf course business
- Experience of proposer and principal personnel
- Financial capability
- Financial incentives for Owner
- References

- Innovative ideas or plans to promote the use of the Clubhouse facility in keeping with the golf course/country club environment
- Other factors Owner deems relevant

Selection of the successful proposal will be made by Owner on the basis of the foregoing criteria with strong consideration being given not only to the highest rent/and or other financial incentives to Owner, but also to the overall desirability of the proposal and which Owner deems to be the most advantageous. The terms and conditions of the lease, including the length of the lease term and any renewals, will be negotiated with the successful proposer identified through this RFP process.

Owner reserves the right to reject any proposal in which the proposer takes exception to the terms and conditions of the Request for Proposals; fails to meet the terms and conditions of the Request for Proposals, including but not limited to, the standards, specifications, and requirements specified in the Request for Proposals; or submits prices that the Owner considers to be excessive, compared to existing market conditions, or determines exceed the available funds of the Owner. Owner also reserves the right to reject, in whole or in part, any proposal that the Owner has determined, using the criteria set forth above would not be in the best interest of Owner. Owner may conduct discussions with proposers who submit proposals for the purpose of clarifications or corrections regarding a proposal to ensure full understanding of, and responsiveness to, the requirements set forth in the Request for Proposals.

Response and submission timetable:

Three (3) copies of the RFP response must be submitted to the Fayette County Board of Commissioners c/o Dana Foor, Administrative Clerk, 133 South Main Street, 4<sup>th</sup> Floor, Washington Court House, Ohio 43160 by 4:00 P.M., April 7, 2017. Any questions regarding the RFP should be addressed to the Fayette County Board of Commissioners c/o Dana Foor at the same address. Owner will open, and begin consideration of the proposals that are responsive and timely submitted on April 10, 2017.